

Management Summary Jan 21

Management Summary

	Actual	Budget / LY	Var	YTD Actual	YTD Var
Stores Sales	£2,455,338	£3,582,610	↓ -31.5%	£36,177,453	↓ -7.5%
Direct Sales	£1,075,364	£1,375,791	↓ -21.8%	£12,650,323	↓ -21.5%
Rebate plus fee income	£1,278,010	£1,177,082	↑ 8.6%	£7,112,471	↑ 8.5%
Total Sales (Exc Gas)	£4,894,784	£6,224,107	↓ -21.4%	£56,735,891	↓ -9.5%
Stores Margin %	29.78%	30.00%	↓ -0.22pp	30.49%	↑ 0.68pp
Directs Margin %	9.03%	13.57%	↓ -4.54pp	13.81%	↓ -0.23pp
Total Gross Margin inc Consumables Cost	£2,216,444	£2,558,045	↓ -13.4%	£20,939,727	↓ -3.5%
Total Expenditure	£1,647,950	£1,642,575	↓ -0.3%	£16,722,840	↑ 1.4%
Surplus	£568,494	£915,470	↓ -£346,976	£4,216,887	↓ -£520,240
Net Profit Margin %	11.61%	14.71%	↓ -3.09pp	7.43%	↓ -0.12pp

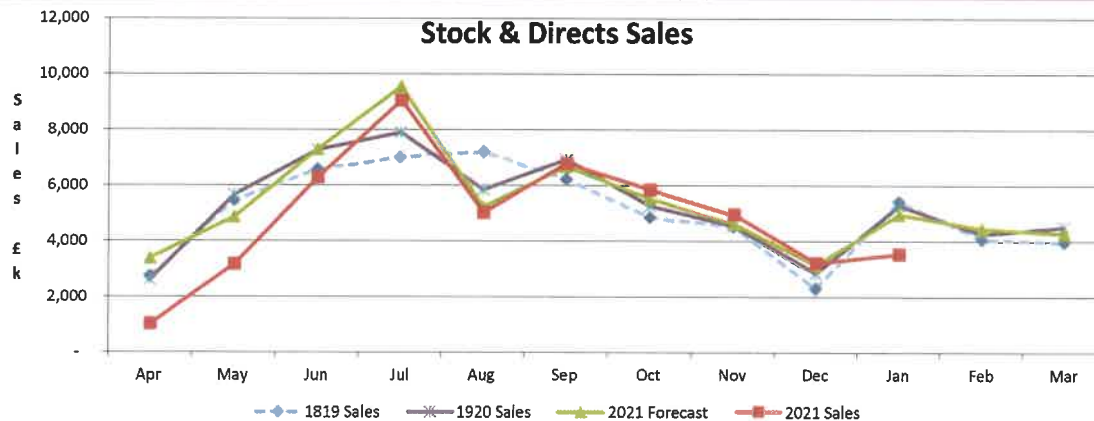
Operations cost as a proportion of sales	44.3%	31.1%	↓ -13.24pp	28.2%	↓ -1.98pp
Expenditure as a proportion of Gross Margin	61.3%	62.8%	↑ 1.48pp	76.0%	↑ 3.88pp

	Actual	Budget / LY	Var	YTD Actual	YTD Var
Eduzone Sales	£68,584	£66,604	↑ 3.0%	£510,332	↓ -24.5%

Customer Order KPI's

	TY YTD	LY YTD	Var
AOV	£153.41	£157.87	↓ -£4.45
Prop of orders over £15	97.3%	97.0%	↑ 0.32pp

Graph - Sales vs. Forecast



HR

	Actual	Target	Var
Sickness Absence Rates *	6.6	7.5	↑ -0.9
No. of Apprentices	8	7	↑ 1.0

*Average days lost per FTE in a 12 month rolling period

Mandatory Training Completion	Actual	Target	Var
Fraud	93%	90%	↑ 2.65pp
Data Protection	81%	90%	↓ -9.17pp
Equality & Diversity	88%	90%	↓ -2.14pp
Health & Safety	85%	90%	↓ -5.05pp
GDPR	76%	90%	↓ -13.96pp

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